

# Appendix 4C

## Quarterly report for entities admitted on the basis of commitments

Introduced 31/3/2000. Amended 30/9/2001

Name of entity

**FSA Group Limited**

ABN

98 093 855 791

Quarter ended ("current quarter")

31 March 2004

### Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date ( 9 months) \$A'000
1.1 Receipts from customers	5,551	15,855
1.2 Payments for (a) staff costs	(633)	(2,253)
(b) advertising and marketing	(361)	(1,384)
(c) research and development	-	-
(d) leased assets	(1,006)	(2,836)
(e) other working capital	-	-
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	45	102
1.5 Interest and other costs of finance paid	(17)	(54)
1.6 Income taxes paid	(87)	(87)
1.7 Other (distribution of funds to financial institutions)	(2,832)	(6,977)
<b>Net operating cash flows</b>	<b>660</b>	<b>2,366</b>

+ See chapter 19 for defined terms.

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	Current quarter \$A'000	Year to date (9 months) \$A'000
1.8 Net operating cash flows (carried forward)	660	2,366
<b>Cash flows related to investing activities</b>		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	(31)	(73)
(e) other non-current assets	(40)	(70)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	98
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other	-	-
<b>Net investing cash flows</b>	<b>(71)</b>	<b>(45)</b>
<b>1.14 Total operating and investing cash flows</b>	<b>589</b>	<b>2,321</b>
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	-	-
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Other – Convertible Note facility	-	-
<b>Net financing cash flows</b>	<b>-</b>	<b>-</b>
<b>Net increase (decrease) in cash held</b>	<b>589</b>	<b>2,321</b>
1.21 Cash at beginning of quarter/year to date	3,766	2,034
1.22 Exchange rate adjustments to item 1.20	-	-
<b>1.23 Cash at end of quarter</b>	<b>4,355</b>	<b>4,355</b>

+ See chapter 19 for defined terms.

**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	69
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	

**Non-cash financing and investing activities**

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

**Financing facilities available**

*Add notes as necessary for an understanding of the position. (See AASB 1026 paragraph 12.2).*

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities (Convertible Notes)	931	931
3.2	Credit standby arrangements	-	-

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**Reconciliation of cash**

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	1,635	3,066
4.2 Deposits at call	2,720	700
4.3 Bank overdraft	-	-
4.4 Other (provide details)	-	-
<b>Total: cash at end of quarter (item 1.22)</b>	<b>4,355</b>	<b>3,766</b>

**Acquisitions and disposals of business entities**

	Acquisitions \$A'000 <i>(Item 1.9(a))</i>	Disposals <i>(Item 1.10(a))</i>
5.1 Name of entity	-	-
5.2 Place of incorporation or registration	-	-
5.3 Consideration for acquisition or disposal	-	-
5.4 Total net assets	-	-
5.5 Nature of business	-	-

**Compliance statement**

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Duncan Cornish  
Company Secretary  
30 April 2004

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## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 1026: Statement of Cash Flows* apply to this report except for the paragraphs of the Standard set out below.
  - 6.2 - reconciliation of cash flows arising from operating activities to operating profit or loss
  - 9.2 - itemised disclosure relating to acquisitions
  - 9.4 - itemised disclosure relating to disposals
  - 12.1(a) - policy for classification of cash items
  - 12.3 - disclosure of restrictions on use of cash
  - 13.1 - comparative information
3. **Accounting Standards.** ASX will accept, for example, the use of International Accounting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

**Quarter 3 (1 January 2004 to 31 March 2004) commentary**

- The Company ended the quarter with \$4.4 million cash, an increase of \$0.6 million from 31 December 2003.
- The increase in cash is partly ameliorated and offset by institutional creditor liabilities - the timing of the institutional creditor distributions can vary significantly, which is a normal part of administering the Part IX debt agreements.
- Previous reductions in the Company's cost base have helped to stabilise costs, however we are continuing to seek further savings.
- The Company continues to rely on the acceptance and goodwill of the financial institutions in administering Part IX debt agreements. We are pleased that the Company has been able to distribute over \$2.8 million to the financial institutions during the quarter. This is a 20% increase over the previous quarter.
- FSA Group continues to invest in and build improvements to its systems and operations. As previously noted, this process is ongoing, taking more time and proving more costly than originally foreshadowed. Efficiency benefits are starting to be experienced. As the number of client administrations grow the Company will need to rely more heavily in robust systems. To this end, the Company will continue to invest in its systems and procedures.
- Our management and employees are focussed on achieving further cost efficiencies capable of supporting continued growth.
- The marketing and advertising strategies are a major cost centre and are a cornerstone of the Company's operation. This area requires constant focus, evaluation and refinement.

For further information contact:

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